

Morgan Lewis

Catherine Wang

Patricia Cave

catherine.wang@morganlewis.com
patricia.cave@morganlewis.com

DOCKET NO. 20250096-TX

FILED 7/25/2025

DOCUMENT NO. 06876-2025

FPSC - COMMISSION CLERK

July 24, 2025

Via E-Filing & Overnight Carrier

Adam Teitzman, Director
Florida Public Service Commission
Office of Commission Clerk
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399

REDACTED

COMMISSION
CLERK

2025 JUL 25 AM 11:27

RECEIVED-FPSC

Re: Application of Zayo Network Services, LLC for Authority to Provide Telecommunications Services Within the State of Florida

Dear Mr. Teitzman:

Attached for filing with the Commission is the above-referenced Application of Zayo Network Services, LLC ("Applicant" or "Zayo Network Services").

Pursuant to Sections 364.183(1) and 364.183(3), Florida Statutes, Applicant respectfully requests confidential treatment of the financial information provided as **Confidential Exhibit C** to the Application. The confidential information is being sent via overnight courier in a sealed envelope and contains two copies of **Confidential Exhibit C**, one of which has been highlighted to show the specific information that Applicant considers to be proprietary confidential business information pursuant to Fla. Admin. Code Section 25-22.006(5). A check in the amount of \$500 is enclosed for the filing fee.

Please acknowledge receipt by date-stamping the enclosed extra copy of this letter and returning it in the envelope provided. Should you have any questions concerning this filing, please do not hesitate to contact the undersigned at (202) 739-3000.

Respectfully submitted,



Catherine Wang
Patricia Cave

Counsel for Zayo Network Services, LLC

COM _____
AFD _____
APA _____
ECO _____
ENG _____
GCL _____
IDM _____
CLK _____

1 redacted copy of App

Morgan, Lewis & Bockius LLP

1111 Pennsylvania Avenue, NW
Washington, DC 20004
United States

① +1.202.739.3000
② +1.202.739.3001

FLORIDA PUBLIC SERVICE COMMISSION

OFFICE OF INDUSTRY DEVELOPMENT AND MARKET ANALYSIS

APPLICATION FOR ORIGINAL AUTHORITY OR TRANSFER OF AUTHORITY TO PROVIDE TELECOMMUNICATIONS SERVICE IN THE STATE OF FLORIDA

INSTRUCTIONS

This form should be used as the application for an original certificate and transfer of an existing certificate (from a Florida certificated company to a non-certificated company). In the case of a transfer, the information shall be provided by the transferee. If you have other questions about completing the form, call **(850) 413-6600**.

Print or type all responses to each item requested in the application. If an item is not applicable, please explain. All questions must be answered. If unable to answer the question in the allotted space, please continue on a separate sheet.

Once completed, submit the **original and one copy** of this form along with a **non-refundable** fee of **\$500.00** to:

**Florida Public Service Commission
Office of Commission Clerk
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6770**

APPLICATION

This is an application for (check one):

☒ **Original certificate** (new company)

☐ **Approval of transfer of existing certificate:** Example, a non-certificated company purchases an existing company and desires to retain the original certificate rather than apply for a new certificate.

Please provide the following:

1. Full name of company, including fictitious name(s), that must match identically with name(s) on file with the Florida Department of State, Division of Corporations registration:

Zayo Network Services, LLC ("Applicant")

2. The Florida Secretary of State corporate registration number:

M25000009858

3. F.E.I. Number: **99-2891539**

4. Structure of organization:

The company will be operating as a:
(Check all that apply):

- | | |
|---|---|
| <input type="checkbox"/> Corporation | <input type="checkbox"/> General Partnership |
| <input type="checkbox"/> Foreign Corporation | <input type="checkbox"/> Foreign Partnership |
| <input checked="" type="checkbox"/> Limited Liability Company | <input type="checkbox"/> Limited Partnership |
| <input type="checkbox"/> Sole Proprietorship | <input type="checkbox"/> Other, please specify below: |
-

If a partnership, provide a copy of the partnership agreement.

If a foreign limited partnership, proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS). The Florida registration number is: _____

5. Who will serve as point of contact to the Commission in regard to the following?

(a) This application:

Name: Catherine Wang
 Patricia Cave
 Title: Counsel to Applicant
 Street Address: Morgan, Lewis & Bockius, LLP
 1111 Pennsylvania Avenue, NW
 Post Office Box:
 City: Washington
 State: District of Columbia
 Zip: 20004
 Telephone No.: (202) 739-3000
 Fax No.: (202) 739-3001
 E-Mail Address: catherine.wang@morganlewis.com
patricia.cave@morganlewis.com

(b) Ongoing operations of the company:

(This company liaison will be the point of contact for FPSC correspondence. This point of contact can be updated if a change is necessary but this must be completed at the time the application is filed).

Name: Lauren Lantero
 Title: Chief Legal Officer and Secretary
 Street Address: 1401 Wynkoop Street, Suite 500
 Post Office Box:
 City: Denver
 State: Colorado
 Zip: 80202
 Telephone No.: (303) 381-3239
 Fax No.:
 E-Mail Address: Lauren.lantero@zayo.com
 Company Homepage: www.zayo.com

(c) Optional secondary point of contact or liaison:

(This point of contact will not receive FPSC correspondence but will be on file with the FPSC).

Name: Donna Heaston
 Title: Senior Corporate Counsel
 Street Address: 1401 Wynkoop Street, Suite 500
 Post Office Box:
 City: Denver
 State: Colorado
 Zip: 80202
 Telephone No.: (763) 745-8466
 Fax No.:

E-Mail Address: Donna.heaston@zayo.com

6. Physical address for the applicant that will do business in Florida:

Street address: 1401 Wynkoop Street, Suite 500

City: Denver

State: Colorado

Zip: 80202

Telephone No.: (303) 381-3239

Fax No.: _____

E-Mail Address: Lauren.lantero@zayo.com

7. List the state(s), and accompanying docket number(s), in which the applicant has:

(a) **operated** as a telecommunications company.

Applicant currently operates as a telecommunications company in the following jurisdictions: Colorado, Connecticut, Delaware, District of Columbia, Iowa, Illinois, Indiana, Kentucky, Maine, Maryland, Massachusetts, Michigan, Minnesota, Missouri, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, Vermont, Virginia, West Virginia, and Wisconsin. Please see Exhibit A for information regarding Applicant's affiliates that hold authorizations to provide telecommunications services in states other than Florida.

(b) **applications pending** to be certificated as a telecommunications company.

Applicant currently has the following applications pending:

- **Arkansas: Docket No. 25-042-U**
- **Hawaii: Docket No. 2025-0305**
- **Kansas: Docket Nos. 26-ZNST-019-COC and 26-ZNST-020-COC**
- **Louisiana: Docket No. S-37680**
- **Nebraska: Docket No. C-5641**
- **New Mexico: Docket No. 25-00052-UT**
- **Oklahoma: Docket No. PUD 2025-000053**
- **Texas: Docket No. 58348**

Applicant also currently has plans to file applications to provide telecommunications services in the following states: Alabama, Arizona, California, Georgia, Idaho, Mississippi, Montana, Nevada, North Carolina, North Dakota, Oregon, South Carolina, South Dakota, Tennessee, Utah, Washington, and Wyoming.

(c) **been certificated** to operate as a telecommunications company.

Applicant is currently authorized or registered to provide telecommunications services in the following jurisdictions. Many of the

certifications or registrations were originally granted to Zayo Northeast, LLC, which undertook a change in legal name effective June 1, 2025, and is in the process of notifying the relevant state authority of the change:

- Colorado: Docket No. 25A-0096T;
- Connecticut: Docket No. 24-05-19;
- Delaware: Docket No. 24-0578;
- District of Columbia: Docket No. TA2024-08;
- Illinois: Docket No. 25-0336;
- Iowa: REG-5232;
- Indiana: Cause No. 46214;
- Kentucky: Utility ID Nos. 5059060 & 5180190;
- Maine: Case No. 2024-00113;
- Maryland: Case No. 3009713;
- Massachusetts: Statement of Business Operation and Tariff approved June 20, 2024.
- Michigan: ITSP Registration approved April 11, 2025;
- Minnesota: Docket No. 25-179;
- Missouri: Docket No. TA-2025-0242;
- New Jersey: Docket No. TE24050295;
- New York: Matter 24-01015;
- Ohio: Docket No. 24-0573-TP-ACE;
- Pennsylvania: Docket No. A-2024-3049106;
- Rhode Island: Docket No. 24-22-TL;
- Vermont: Case No. 24-1554-TELCOC PG;
- Virginia: Case No. PUR-2024-00082;
- West Virginia: 24-0464-T-CN; and
- Wisconsin: Docket No. 11330-NC-100.

(d) **been denied authority** to operate as a telecommunications company and the circumstances involved.

None.

(e) **had regulatory penalties imposed** for violations of telecommunications statutes and the circumstances involved.

None.

(f) **been involved in civil court proceedings** with another telecommunications entity, and the circumstances involved.

None.

8. The following questions pertain to the officers and directors. Have any been:

(a) adjudged bankrupt, mentally incompetent (and not had his or her competency restored), or found guilty of any felony or of any crime, or whether such actions may

result from pending proceedings? ☐ Yes ☒ No

If yes, provide explanation.

N/A.

(b) granted or denied a certificate in the State of Florida (this includes active and canceled certificates)? ☒ Granted ☐ Denied ☐ Neither

If granted provide explanation and list the certificate holder and certificate number.

Applicant's indirect parent Zayo Group, LLC holds Certificate of Authority No. 8836 to provide local telecommunication services throughout Florida, issued in Docket No. 120321-TX.

Applicant's affiliate Zayo Education, LLC (f/k/a ENA Services, LLC) holds Certificate of Authority No. 8681 to provide competitive local exchange telecommunications services, issued under Docket No. 070128-TX.

If denied provide explanation.

(c) an officer, director, and partner in any other Florida certificated telecommunications company? ☒ Yes ☐ No

If yes, give name of company and relationship. If no longer associated with company, give reason why not.

The following officers of Applicant's are also officers of Zayo Group, LLC and Zayo Education, LLC:

**Steve Smith, Chief Executive Officer
Jeff Noto, Chief Financial Officer & Treasurer
Lauren Lantero, Chief Legal Officer & Secretary
Robert Merkel, Assistant Treasurer
Gabriela Torresani, Assistant Secretary**

9. Florida Statute 364.335(1)(a) requires a company seeking a certificate of authority to demonstrate its managerial, technical, and financial ability to provide telecommunications service.

Note: *It is the applicant's burden to demonstrate that it possesses adequate managerial ability, technical ability, and financial ability. Additional supporting information may be supplied at the discretion of the applicant. For the purposes of this application, financial statements MUST contain the balance sheet, income statement, and statement of retained earnings.*

(a) **Managerial ability:** An applicant must provide resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.

PUBLIC - CONFIDENTIAL INFORMATION EXTRACTED

Please explain if a resume represents an individual that is not employed with the company and provide proof that the individual authorizes the use of the resume.

See Exhibit B.

- (b) **Technical ability:** An applicant must provide resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance. Please explain if a resume represents an individual that is not employed with the company and provide proof that the individual authorizes the use of the resume.

See Exhibit B.

- (c) **Financial ability:** An applicant must provide financial statements demonstrating financial ability by submitting a balance sheet, income statement, and retained earnings statement. An applicant that has audited financial statements for the most recent three years must provide those financial statements. If a full three years' historical data is not available, the application must include both historical financial data and pro forma data to supplement. An applicant of a newly established company must provide three years' pro forma data. If the applicant does not have audited financial statements, it must be so stated and signed by either the applicant's chief executive officer or chief financial officer affirming that the financial statements are true and correct.

Applicant has sufficient financial resources to initiate and maintain the services and related operations in Florida proposed in this Application. Applicant's financial reporting is consolidated with its indirect parent company, Zayo Group Holdings, Inc. ("Zayo Group Holdings"). Provided as Confidential Exhibit C are the audited financial statements of Zayo Group Holdings for 2022, 2023, and 2024. As shown in these documents, Applicant (through its indirect parent, Holdings) has sufficient capital resources and is financially qualified to operate within Florida. Because Zayo Group Holdings and its subsidiaries are privately held, Applicant's financial statements are not publicly available. Therefore, Applicant requests that the financial statements provided as Confidential Exhibit C be treated as confidential and proprietary, pursuant to Rule 25-22.006(5), and not be made part of the public record.

10. Where will you officially designate as your place of publicly publishing your schedule a/k/a tariffs or price lists)? (Tariffs or price lists MUST be publicly published to comply with Florida Statute 364.04).

☐ Florida Public Service Commission

☒ Website – Please provide Website address:
<https://www.zayo.com/policies/us-tariffs/>

☐ Other – Please provide address: _____

THIS PAGE MUST BE COMPLETED AND SIGNED

REGULATORY ASSESSMENT FEE: I understand that all telecommunications companies must pay a regulatory assessment fee. A minimum annual assessment fee, as defined by the Commission, is required.

RECEIPT AND UNDERSTANDING OF RULES: I understand the Florida Public Service Commission's rules, orders, and laws relating to the provisioning of telecommunications company service in Florida.

APPLICANT ACKNOWLEDGEMENT: By my signature below, I, the undersigned owner or officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical ability, managerial ability, and financial ability to provide telecommunications company service in the State of Florida. I have read the foregoing and declare that, to the best of my knowledge and belief, the information is true and correct. I have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules, orders and laws.

Further, I am aware that, pursuant to Chapter 837.06, Florida Statutes, "*Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his or her official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 and s. 775.083.*"

I understand that any false statements can result in being denied a certificate of authority in Florida.

COMPANY OWNER OR OFFICER

Print Name:	Lauren Lantero
Title:	Chief Legal Officer and Secretary
Telephone No.:	303-381-3239
E-Mail Address:	Lauren.lantero@zayo.com

Signature: _____



Date: _____

7-24-25

LIST OF EXHIBITS

Exhibit A	Affiliates of Applicant Providing Telecommunications Services
Exhibit B	Biographies of Key Management Personnel
Confidential Exhibit C	Financial Statements [CONFIDENTIAL – FILED UNDER SEAL]

EXHIBIT A

Affiliates of Applicant Providing Telecommunications Services

Entities affiliated with Applicant authorized to provide telecommunications services include:¹

- Zayo Group, LLC is authorized to provide competitive local exchange, competitive access, and/or interexchange services in the District of Columbia and every U.S. state except Alaska.
- Zayo Midwest, LLC is authorized to provide competitive local exchange, competitive access, and/or interexchange services in the following jurisdictions: Illinois, Indiana, Michigan, Minnesota, and Wisconsin.
- Zayo Education Inc. (f/k/a Education Networks of America, Inc.) is authorized to provide interconnected Voice over Internet Protocol (VoIP) in California and competitive local exchange and interexchange services in South Dakota.
- Zayo Education, LLC (f/k/a ENA Services, LLC) is authorized to provide competitive local exchange, competitive access, and/or interexchange services in Florida, Indiana, and Tennessee.
- ENA Healthcare Services, LLC is authorized to provide competitive local exchange, competitive access, and/or interexchange services in the following jurisdictions: Arizona, Arkansas, California, Colorado, Georgia, Indiana, Kansas, Minnesota, Missouri, New Mexico, Oklahoma, Oregon, Texas, Utah, Washington, and West Virginia.
- Lumos Telephone LLC is authorized as an incumbent local exchange carrier in Virginia.
- Lumos Telephone of Botetourt LLC is authorized as an incumbent local exchange carrier in Virginia.
- North State Telephone, LLC is authorized as an incumbent local exchange carrier in North Carolina.
- North State Communications Long Distance, LLC is authorized as a competitive local exchange carrier in North Carolina.
- North State Communications Advanced Services, LLC is authorized as a competitive local exchange carrier and interexchange carrier in North Carolina.

¹ In addition to the entities below, the following entities affiliated with Applicant have pending, or plan to file, applications to provide telecommunications services: Lumos Fiber of Maryland, LLC (in Maryland); Lumos Fiber of Missouri, LLC (in Missouri); Lumos Fiber of Tennessee, LLC (in Tennessee); and Lumos Fiber of West Virginia, LLC (in West Virginia).

- Lumos Fiber of South Carolina, LLC is authorized as a competitive local exchange carrier in South Carolina.
- Lumos Fiber of Kentucky, LLC is authorized as a competitive local exchange carrier in Kentucky.
- Lumos Fiber of Georgia, LLC is authorized as a competitive local exchange carrier in Georgia.
- Lumos Fiber of Ohio, LLC is authorized as a competitive local exchange carrier in Ohio.
- Lumos Fiber of Indiana, LLC is authorized as a competitive local exchange carrier in Indiana.

EXHIBIT B

Biographies of Key Management Personnel

Steve Smith, Chief Executive Officer

Steve M. Smith is Chief Executive Officer at Zayo. Steve has over 30 years of expertise as a global leader in the technology sector and a deep background in managing and scaling market-leading technology businesses.

Prior to joining Zayo, Steve was a Managing Director at GI Partners, a leading private investment firm. From 2007 to 2018, he served as Chief Executive Officer and President of Equinix, the largest data center company globally. Under his leadership, Equinix grew from \$2 billion to \$34 billion in market value, while revenue increased from \$400 million to \$4.4 billion. Equinix also successfully integrated 21 acquisitions over 10 years representing over \$25 billion in organic and inorganic investments during his tenure. Steve has also held senior leadership roles with HP Services, Lucent Technologies and Electronic Data Systems Corporation.

Steve currently serves on the Board of Directors of Zayo and NextDC, a publicly traded data center company in Australia.

Steve had a successful eight-year career in the U.S. Army where, among other roles, he was aide-de-camp to the office of the Commander in Chief of the U.S. Armed Forces in the Pacific. He graduated from the U.S. Military Academy at West Point and holds a B.S. in Engineering.

Bill Long, Chief Product and Strategy Officer

Bill Long is an experienced telecommunications and technology leader. As Chief Product and Strategy Officer at Zayo, he leads the company's overall product strategy, financials, and roadmap.

Bill has nearly two decades of experience in the telecommunications industry with expertise in interconnection and infrastructure services, enterprise and wholesale voice, and business and product development.

Prior to joining Zayo, Bill served as senior vice president of product management and was responsible for the overall growth and profitability of Equinix Interconnection and Data Center Products globally. Prior to Equinix, he held several roles at Level 3 Communications, including VP of Voice Services, Senior Director of Voice Product Development and Director of Emerging Opportunities.

Brian Daniels, Chief Sales Officer

Brian Daniels serves as Chief Sales Officer at Zayo. In this role, Brian is responsible for uniting sales teams across both direct and channel routes-to-market for Zayo. He leads a team of highly skilled executives responsible for the strategy and growth of Zayo's largest customers and verticals including the most impactful webscale, cloud, carrier and mobile network operators. He also oversees the growing education sales functions following Zayo's acquisition of Education Networks of America in 2022.

Brian has held a variety of leadership positions at Zayo focused on strategy, finance and product development with an emphasis in metro and long-haul fiber development and mobile infrastructure offerings. Prior to joining Zayo in 2014, Brian worked at Bank of America Merrill Lynch. He also played professional football for the Minnesota Vikings.

Brian holds a Bachelor of Science in business administration from the University of Colorado and an MBA from the University of Louisville. He and his wife Emily also run a non-profit that advocates for lung cancer research.

Bryan Fleming, Chief Information Officer

Bryan Fleming serves as CIO at Zayo. Bryan has an established track record of success and expertise in driving operations, engineering, IT, procurement, and major corporate initiatives at the highest levels of business.

Prior to joining Zayo, Bryan spent 20 years at T-Mobile serving in various technical and engineering roles. Most recently, he served as Senior Vice President of Product and Technology where he led T-Mobile's full technology stack transformation, including steering the company's framework for operational excellence, growing its infrastructure footprint, and integrating state-of-art business processes to drive a hyper-aggressive growth mission. As part of these efforts, Bryan created an enterprise delivery pipeline that increased production deployments by over 900%.

Bryan earned a Bachelor's Degree in Management from Columbia College and an MBA from Auburn University's Harbert College of Business. Bryan also currently serves as a strategic advisor for Lightyear.

Jeff Noto, Chief Financial Officer

Jeff Noto serves as Chief Financial Officer at Zayo overseeing the company's global finance organization, including accounting, operational finance, financial planning and analysis, tax, investor relations, billing, financial reporting, internal audit and treasury.

With over 35 years of experience across financial management, strategy, operations, and analysis, Jeff is a proven financial leader with a track record of delivering impactful business results and building and nurturing high-performance teams. Prior to joining Zayo, Jeff held several executive roles at Verizon, including most recently serving as senior vice president and chief financial officer for the Global Network and Technology (GN&T) and the Verizon Global Services (VGS) organization. In this role, he was responsible for all

budgeting, planning, reporting, commercial and capital activities for the Network, IT, and centralized services organization.

Other leadership roles held during his tenure at Verizon included SVP and CFO for Consumer and Mass Business organization; SVP & CFO for Global Media & Telematics; and SVP for the Business Analytics Center of Excellence and Finance Transformation.

Jeff also serves on the Board of the National Children's Alliance (NCA), a not-for-profit providing support, technical assistance, and quality assurance to community-led Children's Advocacy Centers. He has also served as an Adjunct Professor at Seton Hall University's Stillman School of Business.

Jeff holds a bachelor's degree of science in business economics from Rutgers University and a Masters in Accounting from Seton Hall University. He is also a Certified Public Accountant (NJ).

Julie Tschida Brown, Chief People and Culture Officer

Julie Tschida Brown is the Chief People and Culture Officer at Zayo. In this role, she is focused on driving organizational growth, leading transformational change and optimizing results in a dynamic business environment.

Prior to joining Zayo, Julie was the Chief People Officer at Transamerica where she led the Employee Experience team to drive the realization of business objectives and accelerate cultural transformation. Julie has also served in various executive and leadership positions at IHS Markit, Jacobs Engineering, Microsoft, Washington Group International (now AECOM) and Hewitt Associates (now AON).

Julie currently sits on the Board of Directors for Rocky Mountain Human Resources and Strategy Association, where she also serves as Treasurer, and for Healthy Lifestars, a non-profit that aims to motivate and educate kids in underserved areas, to combat childhood obesity and commit to live active, healthy lives. Additionally, she is an executive mentor for MBA students at University of Denver and is a Tocqueville member and volunteer for Mile High United Way.

Julie is a Certified Financial Planner, earned a BA in finance from Iowa State University and a MBA in finance and accounting from University of Minnesota Carlson School of Business.

Lauren Lantero, Chief Legal Officer

Lauren Lantero is the Chief Legal Officer at Zayo. In this role, Lauren oversees all global legal and regulatory functions, including M&A, commercial transactions, litigation, risk management, corporate governance, and underlying rights, and she assists with Zayo's go-to-market strategy.

Lauren joined Zayo in 2018 and has held a variety of leadership positions within the legal organization. Prior to joining Zayo, Lauren was an attorney at a boutique litigation firm and clerked for a district court judge.

Lauren holds a B.S. in accounting from the University of Colorado and a J.D. from the University of Denver.

Nikos Katinakis, Chief Technology Officer

Nikos Katinakis is Zayo's Chief Technology Officer, leveraging over 30 years of leadership experience in technology with a deep understanding of the telecommunication and software industries.

Before joining Zayo, Nikos held the role of Group Executive for Global Networks and Technology at Telstra, the largest telecommunications company in Australia. In this capacity, he spearheaded wireless, fixed, transport and international network strategy, deployment and operations, as well as IT, Data and AI, Cloud, and Cyber Security.

Prior to his tenure at Telstra, Nikos served as the Executive VP at Reliance Jio, the largest communications company in India, contributing to the launch of wireless and fixed networks. He also held the position of SVP at Rogers Communications in Canada, where he was responsible for technology development and cyber for both network and IT. Earlier in his career, Nikos held various senior roles at Ericsson, encompassing sales, product management, software design and systems engineering.

Nikos is a graduate of McGill University in Montreal, holding a B.Eng. in Electrical Engineering and a minor in Management. Beyond his academic achievements, Nikos holds a variety of patents, has actively participated in board positions and advisory roles, contributing to the successful exits of more than four startups. His keen interest lies in the efficient creation of value in the business of technology.

Troy Lupe, Chief Network Officer

J. Troy Lupe serves as Chief Network Officer at Zayo. In this role, he is responsible for and oversees teams dedicated to construction, engineering, field operations, and related support functions.

Troy has over 20 years of leadership experience in telecommunications and technology companies, including having most recently served as Chief Operating Officer for New Era Technology and VP of Field Operations for Comcast Cable before joining Zayo in December 2021.

Troy is a results-driven and customer-focused technical operations professional with a reputation for surpassing productivity and quality objectives. He is known as a team motivator and has expertise in implementing best-practice operational processes and aligning business operations.

Troy earned a Master of Science in Management of Technology from the University of Minnesota. He also holds Bachelor of Science Degrees in Business Management and Marketing.

Alan Heckler, Chief Innovation & Integration Officer

Alan Heckler serves as Executive Vice President and Chief Innovation & Integration Officer at Zayo Group. In this role, Alan is responsible for leading business-wide transformation efforts, bringing together strategy, operations, and technology to drive growth and innovation — including integrating Zayo's acquisition of Crown Castle's fiber assets.

With more than 25 years of combined industry and consulting experience, Alan brings a deep background in digital infrastructure, industrial transformation, and M&A strategy.

Prior to joining Zayo, Alan was a Senior Partner at Kearney, where he led the Americas Industrial Product Practice and served on the Americas Leadership Team. Under his leadership, the practice doubled in size while becoming one of the firm's largest and most profitable business units. His work has spanned industries including communications, media, technology, aerospace, defense, and infrastructure, specializing in large-scale transformation and value creation initiatives.

CONFIDENTIAL EXHIBIT C

Financial Statements

[CONFIDENTIAL – FILED UNDER SEAL]